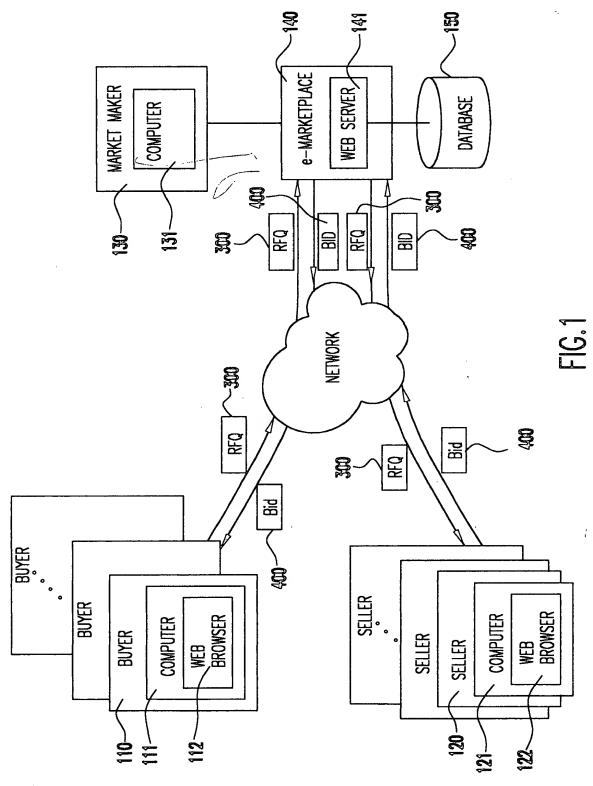
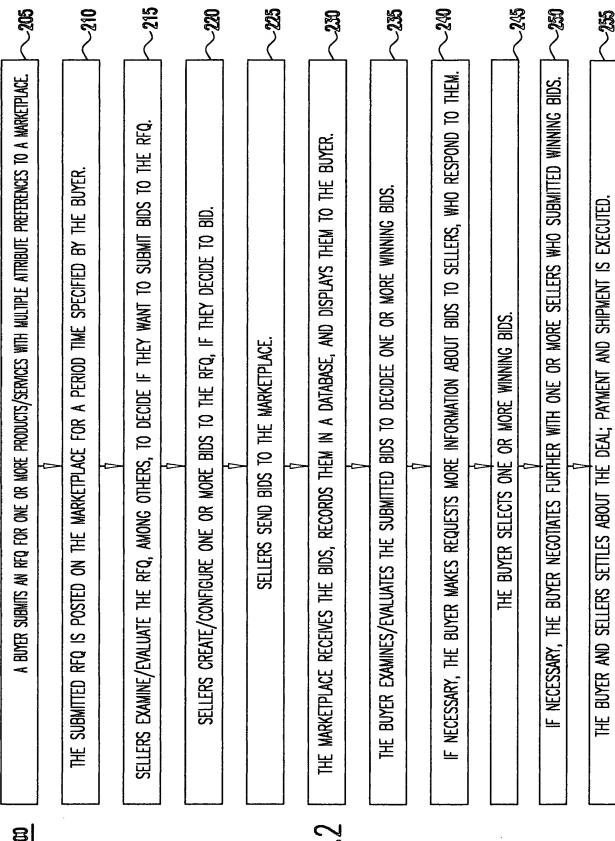
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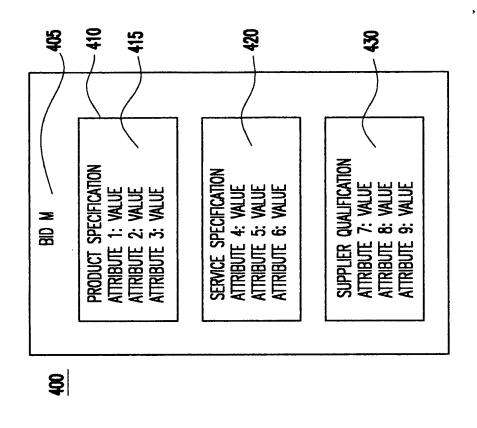


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RFQ N
ATTRIBUTE 1: VALUE RANGE
ATTRIBUTE 2: VALUE RANGE
ATTRIBUTE 3: VALUE RANGE
ATTRIBUTE 4: VALUE RANGE
ATTRIBUTE 5: VALUE RANGE
ATTRIBUTE 5: VALUE RANGE
ATTRIBUTE 6: VALUE RANGE
ATTRIBUTE 7: VALUE RANGE
ATTRIBUTE 9: VALUE RANGE
ATTRIBUTE 9: VALUE RANGE
ATTRIBUTE 9: VALUE RANGE

FIG.3

F16.4

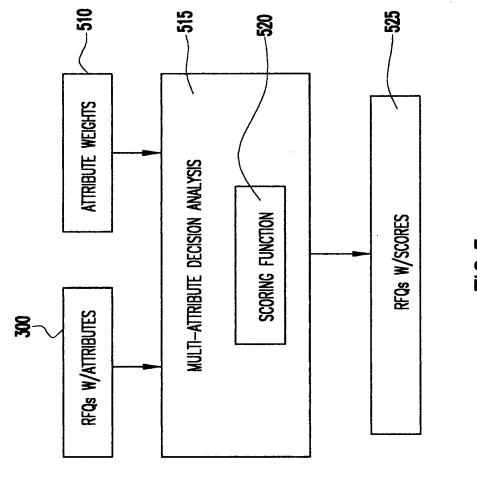
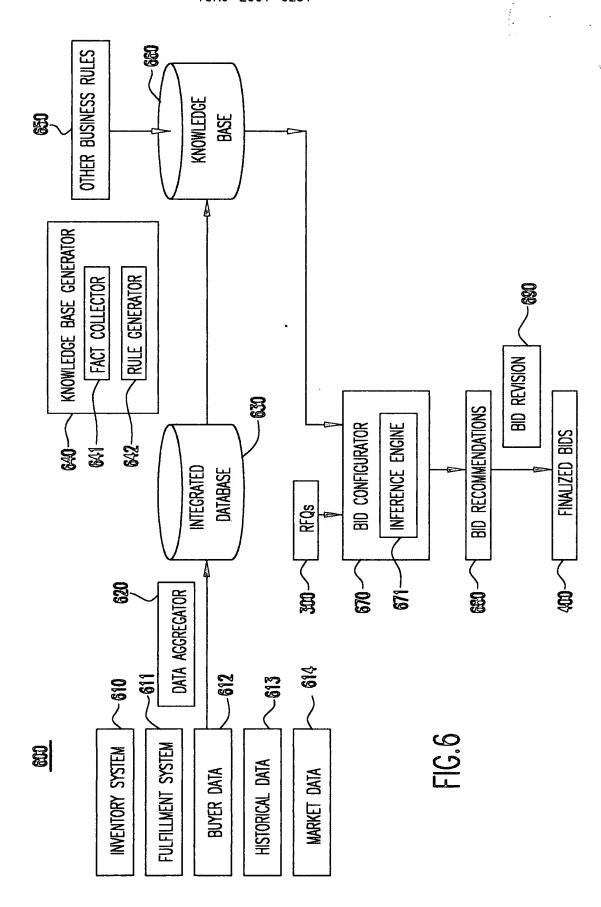
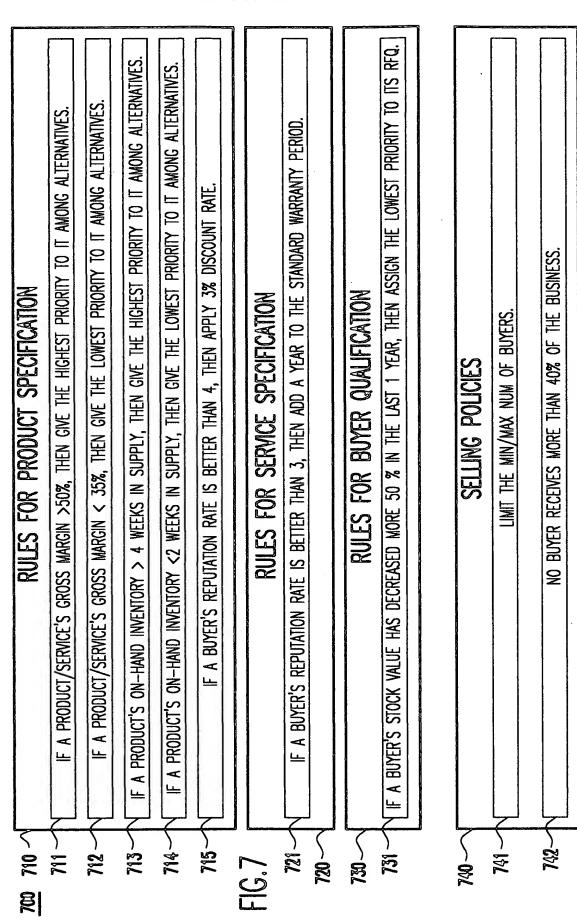


FIG.5

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	SOFTENING POINT (RFQ Y) = $(300,350)$ DEGREE IN KELVIN
****	BID SUBMISSION DUE (RFQ X) = MARCH 31, 2001
	AMOUNT OF DEALS IN 2000 (BUYER A) = \$327,250
	STOCK MARKET INDEX(MARKET X) = 7251
	SUPPLIER RELATIONSHIP (BUYER Z) = 10 YEARS
	STOCK VALUE(BUYER W) = 57
	REPUTATION RATE (BUYER Y) = 2
825	REPUTATION RATE (BUYER X) = 4
928	ON-HAND INVENTORY (PRODUCT W) = 2 WEEKS IN SUPPLY
815	ON-HAND INVENTORY (PRODUCT Z) = 3 WEEKS IN SUPPLY
910	GROSS MARGIN (PRODUCT Y) = 15%
	GROSS MARGIN (PRODUCT X) = 45%

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